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SUBJECT: DISCUSSION TOPICS FOR EASTERN EUROPEAN
ECONOMIC-COMMERCIAL OFFICERS CONFERENCE, BERLIN,
FEBRUARY 25, 26, 27, 28

1. SUMMARY: THIS MESSAGE TRANSMITS EXPLANATION OF FORMAT
FOR EASTERN EUROPEAN ECONOMIC COMMERCIAL OFFICERS CON-
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REFERENCE IN BERLIN AND BRIEF DESCRIPTION OF TOPICS TO BE

DISCUSSED. COMPLETE STATEMENTS OF PROBLEMS FOR DISCUSSION AND WORKING GROUP ASSIGNMENTS FOLLOW BY AIRGRAM.

2. CONFERENCE WILL UTILIZE PROBLEM-SOLVING APPROACH. FOLLOWING PLENARY SESSION MORNING FEBRUARY 26, PARTICIPANTS WILL DIVIDE INTO FOUR GROUPS FOR AFTERNOON SESSION TO DISCUSS FIRST FOUR PROBLEMS STATED BELOW. EACH GROUP WILL HAVE DESIGNATED CHAIRMAN AND WILL APPOINT RAPPOREUR. USING PROBLEM STATEMENTS BEING SENT BY AIRGRAM AS BASIS, EACH GROUP WILL ARTICULATE SPECIFIC PROBLEMS AND TRY TO ARRIVE AT SUGGESTED SOLUTIONS. MORNING FEBRUARY 27 PARTICIPANTS WILL SEPARATE INTO FOUR DIFFERENT GROUPS TO TREAT SECOND FOUR PROBLEMS. AFTERNOON FEBRUARY 27 AND MORNING FEBRUARY 28, ENTIRE CONFERENCE WILL RE-ASSEMBLE. CHAIRMAN OF EACH GROUP WILL GIVE SHORT SUMMARY (15 MINUTES) OF GROUP'S ANALYSIS AND CONCLUSIONS, TO BE FOLLOWED BY 15 MINUTES OF FLOOR DISCUSSION.

3. FOLLOWING ARE EIGHT TOPICS TO BE DISCUSSED:

A. TRADE POLICY IN CONTEXT OF THE TRADE ACT OF 1974 - PARTICIPANTS WILL DISCUSS LATEST WASHINGTON THINKING CONCERNING POLICY ASPECTS OF OUR ECONOMIC-COMMERCIAL PROGRAMS IN THE SOVIET UNION AND EASTERN EUROPE.

B. EXPORT FINANCING - RECENT CHANGES IN LEGISLATION AND OTHER DEVELOPMENTS WILL RESTRICT ACTIVITIES OF THE EXPORT-IMPORT BANK IN THE SOCIALIST COUNTRIES. REQUIREMENTS, IMPLICATIONS AND ALTERNATIVES WILL BE DISCUSSED.

C. EXPORT CONTROL - WHAT ARE PROSPECTS FOR REDUCING THE IMPACT - SUBSTANTIVE AND ADMINISTRATIVE - OF CONTROLS ON EAST-WEST TRADE?

D. TRADE PROMOTION - RESOURCE MANAGEMENT. ALTHOUGH OMB DECLINES TO GRANT REQUESTS FOR ADDITIONAL RESOURCES, USG MUST MEET RISING DEMAND FOR TRADE PROMOTION SERVICES IN EASTERN EUROPE. THIS REQUIRES MORE EFFICIENT UTILIZATION OF RESOURCES. HOW CAN THE COUNTRY TRADE DEVELOPMENT PROGRAMS BEST MEET THIS GOAL?
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E. TRADE PROMOTION - EVENT SELECTION AND EVALUATION. WE CONTINUE TO FACE DIFFICULTIES IN MAXIMIZING COST-EFFECTIVENESS OF THE MIX OF TRADE PROMOTION EVENTS IN EASTERN EUROPE. HOW CAN THIS TASK BE FACILITATED?

F. TRADE DEVELOPMENT CENTERS - CURRENTLY, WE ARE OPERATING THREE TRADE CENTER FACILITIES WHICH FOCUS ON

EAST-WEST TRADE, THE TRADE DEVELOPMENT CENTER IN WARSAW, THE COMMERCIAL OFFICE IN MOSCOW AND THE EAST-WEST TRADE CENTER IN VIENNA. THE WARSAW AND MOSCOW FACILITIES ARE OPERATING SUCCESSFULLY BUT THE EWTC ROLE NEEDS REVISION. HOW AND WHERE CAN TRADE DEVELOPMENT CENTERS BE MOST EFFECTIVE?

G. INFORMATION EXCHANGE - LACK OF INFORMATION IS A MAJOR PROBLEM IN EAST-WEST TRADE FOR BOTH U.S. FIRMS AND THE USG. VARIOUS PROJECTS ARE UNDERWAY TO IMPROVE THE SITUATION, WHICH CAN BE DIVIDED INTO FIVE MAJOR AREAS FOR DISCUSSION. (U.S.-U.S.S.R. INFORMATION EXCHANGE WORKING GROUP, MARKET RESEARCH, OTHER COMMERCE PROGRAMS, COMMERCIAL NEWSLETTERS AND VISA RESTRICTIONS TO PREVENT TECHNOLOGY SEEPAGE.)

H. ASSISTANCE TO U.S. BUSINESS - IN ALL THE SOCIALIST COUNTRIES, U.S. FIRMS ENCOUNTER VARIOUS PROBLEMS IN DOING BUSINESS. WHICH OF THESE PROBLEMS ARE THE KIND THAT USG EFFORTS CAN HELP TO ALLEVIATE? WHAT ACTIONS CAN WE TAKE?

4. PARTICIPANTS MAY WISH TO DISCUSS PROBLEMS WITH OTHER OFFICERS AT POSTS PRIOR TO CONFERENCE. KISSINGER

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